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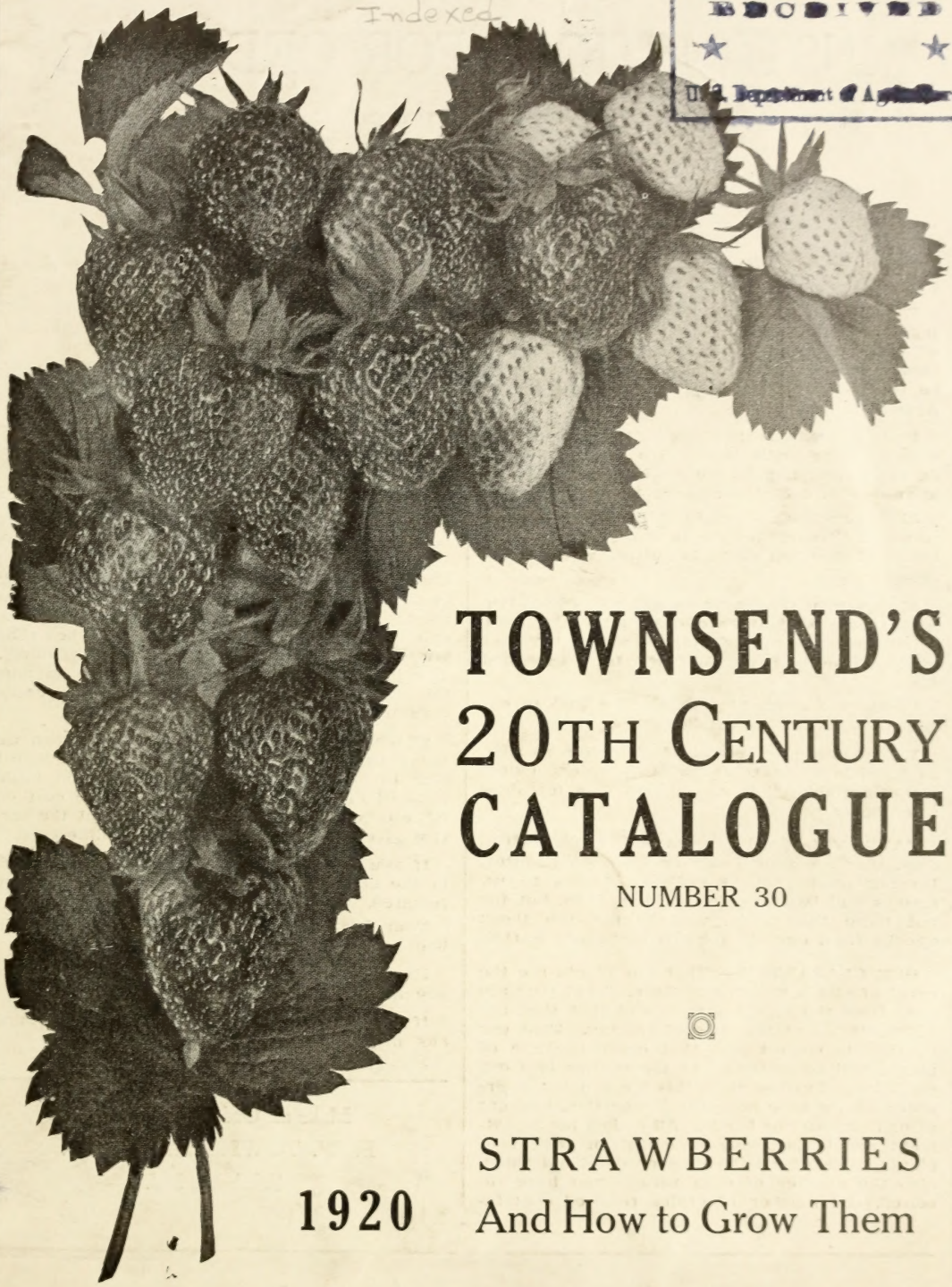


TOWNSEND'S 20TH CENTURY CATALOGUE

NUMBER 30

1920

STRAWBERRIES
And How to Grow Them

E. W. Townsend & Son
SALISBURY, MARYLAND

INSTRUCTIONS FOR ORDERING PLANTS

OUR TERMS should be read carefully before making out the order.

We can not afford to accept orders amounting to less than $1.00. Full payment is requested with orders amounting to $5.00 or less. Orders amounting to more than $5.00, one-third can be remitted when order is sent, balance before April 1st.

Full payment is requested from all parties except public institutions. We make no C. O. D. shipments, nor do we book orders until at least one-third of the amount is paid.

All orders are booked in rotation as they are received. The earlier we receive your order the better chance you stand in getting varieties ordered.

Always give shipping instructions at least two weeks before plants are expected to be used. In mild winters we dig and ship all winter. Our main season is from February 1st until April 15th.

Plants are dormant at this time and in excellent condition to handle.

We acknowledge receipt of all orders as soon as possible after receiving the order, unless plants are shipped by parcel post in a few days after being received.

PAYMENTS.—Send Express or P. O. Money Orders, they are safe, Draft or Registered Letter. Do not send cash in ordinary letters to us. Stamps will be taken for $1.00 to $2.00, but for not more than $2.00, we can not use them. Checks from our old reliable customers is O.K.

OUR GUARANTEE.—"That our plants are the equal of plants grown anywhere. That they are bred from the purest strains and that they are fully selected at the time of digging. That our packing is perfect and that every package of plants will be delivered to the carrier in fresh condition. Further than this we can not guarantee as we have no control over the shipment after it leaves our hands. All claims for adjustment should be made promptly on receipt of plants, advising us the number of plants short, also the number of each variety you have received, and number of crates received containing the plants. This will enable us to adjust the claim properly and promptly.

When plants are a long time on the road, they should be examined carefully at the Express Office or Post Office and if not in good condition refused. And write us at once fully, stating all facts. If plants are accepted from the carriers, you at once release the carrier from all liabilities and no claim can be collected, no matter what the condition of the plants are.

If ground is not in condition to set plants when received, always unpack plants carefully, separate each variety, and untie bundles and heal in a V-shaped trench, dampen roots, but not top of plants, cover with boards to keep sun off, always select a cool shady place for the trench. Plants can be kept for a month in good condition this way. For Northern customers we recommend this method, and advise ordering plants shipped early in April when they are dormant and will stand handling safely. Your success means ours, and we are anxious for our customers to be the leaders in every community.

SHIPMENT OF PLANTS. The past season we found that Parcel Post was by far the safest way to ship plants, and after April 1st made most of our shipments that way. The cost on large orders is more by parcel post but the service given us more than paid the difference.

If you wish your plants insured against loss in the mails add 5c. to the amount of postage required.

Your Postmaster will tell you the Zone you live in from SALISBURY, MD.

Please do not fail to include sufficient postage money.

If plants go by Express please do not send any money for Express charges.

Make all Orders Payable to

E. W. TOWNSEND & SON

Salisbury, Md.

If it's Ever Bearing Strawberries, LUCKY BOY is the Climax. Bigger, Sweeter and more Productive. Fruits a big crop first year, and a bigger crop the second year. A Townsend introduction.

TO OUR FRIENDS AND PATRONS

October is the month in which I have wrote my annual letter to many of you for nearly twenty years. While this letter is printed in the first part of the book it is always the last work done. For one purpose, it is the hardest task in the writing of our little book. I have so much that I wish to thank you all for and such a limited space to express myself that it is hard to find words to express my thoughts, as I most desire. So just ALLOW ME TO THANK YOU WITH ALL MY HEART FOR YOUR CONFIDENCE. 1919 has been a remarkable season in many ways. In some sections of the country it has been the dryest and hottest season for years.

In others it has been one of the wettest seasons for years. In our particular section, it has been both wet and dry, cold and hot. And while many crops have been almost a failure, we have been fairly successful in growing a fine crop of plants. Labor has been one of our greatest troubles, and biggest expense. But not withstanding that labor was high and scarce, manure, machinery, and every other item that enters into the growing of a crop has more than doubled, we have never faltered. We have grown a good acreages as you will note in our list. But we have done send standard. We have discarded many varietie of plants. And they are fully up to the Townso with but one thought, and that is to better the strawberry world. And especially to better help our customers who come to us year after year to fill their orders.

They look to us for the Best, and we are doing everything possible to grow only the best, both in varieties and quality.

We head our list of Standard varieties this season with PREMIER, which I firmly believe is the greatest early strawberry ever grown by man. We have grown about **two millions** of the Premier plants. If we could have spared the stock last spring we would have grown five millions, for we will need that many to supply the demand. We say this: there is no section North, South, East or West that Premier has not given the very best of satisfaction.

Our old stand by MISSIONARY, which has been the leading early berry from coast to coast for more than ten years, we have been successful in growing the largest crop we have ever grown of them. And while the Premier is all we claim for it and then some, Missionary will continue to be the leader with thousands of growers the country over for years to come. The Missionary has so many good qualities that it will never be discontinued as long as strawberries are grown. For many years Missionary was thought to be a Southern variety only. But for the past five years Missionary has been grown almost to the equal of any other variety in the North and West. And is today the best known early berry on all Markets. **Our Stock over Five Million Plants.**

Early Ozark and Early Jersey Giant, our next two Extra Early varieties, and both good ones, and we have a good stock of plants. With such a list as the above four varieties, can our customers go wrong? on extra early and early varieties.

In mid-season varieties, we have Dr. Burrill, Klondyke, Dunlap, Haverland. Klondyke and Dr. Burrill are universal varieties and money makers everywhere. Dunlap and Haverland are the leaders in their sections, which is from Maryland—North and West.

In mid-season to late varieties, we have picked these THIRTEEN.—Ford, Big Joe, Magic Gem, Glen Mary, Wm. Belt, Aroma, Chesapeake, Kellogg Prize, Gandy, Fendall, Lupton, Sample, Worlds Wonder. A finer list of varieties was never catalogued and in selecting the above list, we discarded more than one hundred extra good varieties.

In Ever-Bearing we are listing only four varieties.—LUCKY BOY heads the list as it justly should. It is head, neck and shoulders above all others, and has proven in its first trial year to be the best wherever tested.

A letter just received from a New York Strawberry Expert, Mr. A. B. Katkamier, says: "I am delighted with the Lucky Boy on my soil; are very attractive and the yield is the best of the five varieties I am growing."

A letter from Ohio today says: "As the days grow colder the Lucky Boy grows better, bigger and sweeter. Greatest success yet in ever bearing strawberries. Will discard all others."

A lady from Rome, Ga., writes to-day: "The $10.00 paid you for the 100 Lucky Boy plants best bargain I ever made. Largest and sweetest berries ever seen in this part of the Country."

Could quote hundreds of such remarks, but will just add that I hope every customer will give them a trial this season. 100 plants will put you on the road to wealth.

Besides Luckky Boy we have Progressive, Peerless and Superb, which we have selected as the best of the bunch. We have a number of seedlings that we are testing, but will not introduce them unless they are better than any of the four above.

We have about twenty million plants in the twenty-five varieties, absolutely true to name. Nearly all of which are grown on new cleared land. Besides this our strain of plants have been selected season after season for years, (as to the number of years we have had the variety in stock), and there is no way on earth that we know of to produce better plants than we are prepared to send you this season.

We shall take every care in handling your order that is at our command. Use plenty of damp moss, and pack in light ventilated crates, or mailing cartons, making all marks on the package so as to insure prompt delivery on our part.

A word of praise here from the Express Companies. In shipping more than 10,000 packages last season, we only lost one package. This certainly is a fine showing on both the Carriers and the Shipping Department of ours.

As to prices we have been compelled to advance in line with other comomdities. And believe that you wil find us as low as most Nurseries that send out the best stock. And when you buy from us you are buying from first hands at wholesale prices. As all the plants we sell are grown by us, or under our own supervision, and we are able to put our Guarantee on every package.

From reports received throughout the country, the past season has been a banner season for our customers. We have never heard of such profits made before from any crop as we have received reports this year; ranging from $750.00 an acre up to $2500. Our Eastern Shore Md. farmers have done equally as well as other sections, the price being here on an average of more than $8.00 per thirty two quart crate at the loading stations. And at the price we are asking for our plants this season we could realize more money to turn them in to fruiting beds and not sell a plant. But we could hardly afford to do this. There are too many of you Folks depending on us for your plants and though we made a million dollars this season from the fruit we would not dare go back on the Folks that has made us what we are. We are in the Plant business for life. And expect our children to serve yours. May we be mutually happy and prosperous.

And will you send the order along as early as possible this season. And we promise to fill it to your entire satisfaction.

Wishing you much success, I am,

Yours very truly,

E. W. TOWNSEND, Pres.-Mgr.

PREMIER.—In a class by itself.

The above photograph was taken from one stem plucked from a Premier plant May 1st, and showed more than thirty green and ripe strawberries (mostly green). The Premier is absolutely unsurpassed for productiveness, fine in quality, and one of the largest extra early varieties. Has now been tried out in nearly all sections. We consider it one of the best we have ever offered for sale in a standard variety. In great demand by the large growers everywhere.

Kellogg Premier

We could not describe all the wonderful performances of this extraordinary variety, and if we could, such would not be necessary at this time. The Premier, was introduced in 1915 by R. M. Kellogg Co., of whom we purchased our first 1000 plants. Since that time we have been trying more to get a large stock of the plants than to sell plants. And while we have not tried to push the sale of the plants, it has been a very hard task for us to save enough each year to set the acreage we wished to of this grand variety.

It has become so well known the country over as the BEST Early Variety, that printing a long description becomes unnecessary.

There is no question in our minds but that the Premier is without any exception the greatest of all early varieties, and growers everywhere who have seen it in fruit fully agree with us in our statement. Every year we have grown the Premier it has out yielded all other early varieties, and as to quality is also in a class by itself. The Eastern Shore of Maryland has long been called the Garden Spot of the World, and rightly so, and every thing good, better and best like strawberries is being grown here, and when one single variety takes the lead over hundreds of other varieties in every way way, shape and form, it is going some. And today just as fast as plants can be grown the Premier is taking the lead every where the country over as it is here on the Eastern Sho'. Of course not half nor one fourth of the berry growers yet have had a chance to grow the Premier, and it will be several years before all get this chance, but just as soon as you do you will quickly discard what other early varieties you are growing. The past season we had offers from more than one hundred large growers in different sections that would have taken every plant we had. It is these class of growers that will keep the Premier from being equally distributed over the country. They buy the plants by the hundreds of thousands where ever they can find them and the supply is soon exhausted.

To those who have not seen the Premier, we give a short description. The plant growth is ideal, clean, entirely free from rust from Spring to Fall. The foliage grows tall and forms a canopy-like covering for the berreis which incircle the entire plant. When grown in hills each plant is loaded with berries from the ground to the very top of the plant. No variety we have ever seen early or late will produce more berries or of better quality than the Premier. And the berries are so handsome that they will top the market anywhere anytime. It is a very long season variety, picking here in Maryland from the very earliest until the late varieties are pretty well done. And if there was any variety that sold for more money at our Station the past season than the Premier, we never heard of it. We saw one horse dearborn loads of Premier sell for more than $250 per load the past season at our shipping station at Fruitland, Md. The writer was on the ground buying every crate he could get of them and

YOUR ORDER SHOULD INCLUDE SOME EVER-BEARING PLANTS,—REAL MONEY MAKERS. WE HAVE BEEN PLEASING OTHERS FOR OVER FIFTEEN YEARS AND CAN PLEASE YOU. PLEASE INCLUDE SUFFICIENT POSTAGE IF PLANTS ARE WANTED BY PARCEL POST.

$8.00 per 32-qt. crate was the lowest price paid for any Premier this year and up to $12.00. At the price we are asking for our plants this season we could realize much more money from the sale of the fruit than the sale of the plants. But it is our business to serve our customers and nothing we can grow is too good for them and we are more than pleased to be able to offer them this grand and wonderful money-maker this season in quantities. But if you are not early with this order you may be left out again as thousands were the past season.

PREMIER IN A CLASS BY ITSELF.

A Note From One Of The Leading Starwberry Experts Of The Country.

Kellogg's Premier is distinctly in a class by itself; in productiveness it is a wondr. The berries are mammoth in size, beautifully formed, bright rich red through and through, delicious in flavor and a splendid shipper. In one word every berry is a show berry, and a prize winner. It is the money-making king of all early varieties. Last year the Premier, began ripening fully a week earlier than any other variety and continued for four full weeks and the last picking was as good as the first. Another quality in which the Premier excels is that of a Polenizer for Pistillate sorts, because of its unusual long blooming season. If you believe that you have already seen the greatest early berry, but have not seen the Premier, you still have something worth while to discover in the strawberry world. And if you would grow berries to sell at your own price, no matter how many other berries are on the market, Premier is the variety for you to choose. I would rather pay $10.00 for Premier plants than have any other variety at a gift.

Dr. Burrill

(The Million Dollar Strawberry.)

For four years we have grown and fruited the Dr. Burrill. The Dr. Burrill stands among the very best in mid-season strawberries and is leading them all in most sections of the country. It is one of the strongest growers on the list and exceedingly productive of medium to large well shaped rich glossy red through and through. This is a cross between the Dunlap and Crescent, and is claimed by most all growers to surpass both its parents in every way. Is one of the clenest plants grown, no rust at any time, does well where many of the most promising varieties fail. We have yet to hear from any section that Dr. Burrill is not making big money for the grower.

Whether you grow strawberries for home use or market you can not afford to do without this valuable variety. We received our stock from the introducer. Have more than one million plants to offer this season grown on loose sandy soil and will be sure to please all who intrust their orders to us.

Dr. Burrill has the endorsement of most all the leading strawberry specialists in the country, and is a variety that even the beginner will make a success from the start with.

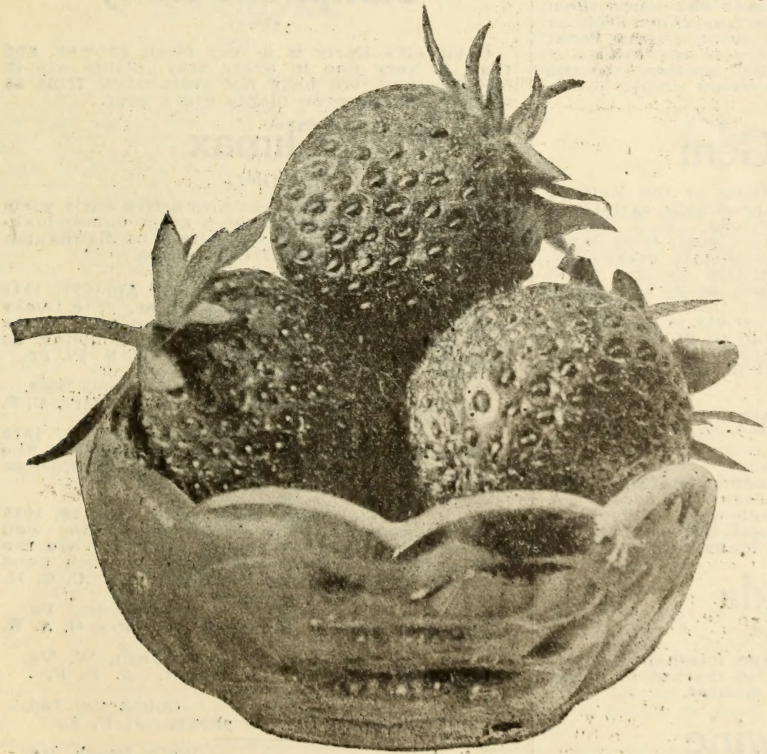
Mr. Warren, of New Carlisle, Ohio, writes us as follows: "We have been growing from 12 to 15 varieties of strawberries every year. Two years ago we bought 5,000 Dr. Burrill plants from you. We considered before we made this purchase from you that we had an up-to-date list of varieties. Now we are considering plowing up all others and planting only Dr. Burrill. This is nearest the ideal berry I have ever grown, and had I set my whole feld to Dr. Burrill I would have made three dollars to one this season. It is almost immune from Frost and a great droughth resister. Enclosed find check for $50.00 to apply on order for Dr. Burrill.

Lupton

(Late).

The Lupton is one of the latest additions to our already long list of late varieties. We have heard so much talk of it for the past two years we bought from the Originator a good supply of plants last Spring, and now have a fine stock of true to name plants.

We describe it as follows, A strong, healthy grower, plants very tall and stalky makes plants freely and can be distinguished from all other varieties for a great distance. The fruit is extra large and the firmest berry I have ever seen. Color a rich shiny red, no green tips, color all over. In examining this berry the past spring in crate after crate at the shipping station I failed to find a single misshaped berry. Such grand varieties as Big Joe, Kelloggs Prize, Big Late, Chesapeake, Sample, etc., have got to get a hustle on now or lose their standing. The Lupton is truly a great wonder to have so many good points. The Lupton hails from New Jersey and is named after the Originator.



LUPTON.—The Climax in Late Varieties.

SEND IN YOUR ORDER EARLY, AND GET THE VARIETIES WANTED, AS WE ARE LIABLE TO RUN SHORT ON SOME VARIETIES LATE IN THE SEASON.

Messrs. E. W. Townsend & Son, Leechberg, Pa., Sept. 5th.
Dear sirs:
We bought 4000 plants from you in the spring, and they have done very fine. Well pleased. C. K.

MR. WALTER M. BURRILL
One of Townsend's Satisfied Customers.

What Some of the Experts Think of the Lupton

Mr. W. F. Allen says "If I were going to plant only one late variety I would plant Lupton. This means I suppose that Mr. Allen would discard the Chesapeake, his favorite and close friend for many years.

Mr. Garrison, N. J., says: "Lupton is the most ideal berry I ever saw and were we growing for fruit only would grow no other late variety.

E. W. Townsend, our president, says: "After examining a load of Lupton at the shipping station the past saeson—(he was throwing them up ten feet in the air and letting them drop on the crate lid and watching results)—the finest berry I evr saw, and if there is any fault any where I fail to notice it. Will no doubt be the leading late berry in a few years.

Magic Gem

One of the late introductions of the Kellogg Co., and is proving a very profitable variety to our customers in most sections. Is a strong robust plant maker, free from rust, fruit large solid dark red and of fine quality in every way. Is just as large and productive as one could wish, and is a money-maker from all standpoints. We recommend it for trial everywhere, where a mid-season to late variety is wanted.

Our greatest trouble we fail to grow as many plants as we can sell; our stock is light this season and we can only sell in small lots.

Aroma

(Per)

Late, grows low and spreading, heavy producer of large rather round dark red beries. A strictly high flavored and high class market variety. Good shipper and good keeper. One of the old leading varieties in many sections.

Amanda

(Per)

Late, one of the very large misshaped varieties, considered fine for home market or home use where a large berry is wanted.

Brandywine

(Per)

Late, one of the old time varieties, seems to be loosing out in many states, now most popular on the Pacific coast.

Chesapeake

(Per)

Late, the Chesapeake has grown to be a great favorite among the berry growers, but not with the berry plant-men. The greatest failure with the Chesapeake is in the plant growth. Is a shy plant maker, and if the soil does not prove suitable to it will produce but very few plants at all. Where the soil is rich and springy we have seen very fine beds but very seldom the case. For this reason plants are very high. On the other hand it is one of the easy sorts to grow for growers to take hold of for fruit, as it makes sufficient plants for fruiting purposes, and all runner cutting is saved. Fruit large, beautiful colored and of very best eating quality.

Dunlap

(Per)

Senator Dunlap is probably the best known variety thoughout the country. While its shipping qualities is not sufficient good to be grown in the far South for a Northern market. It is nevertheless grown in Florida up through all Southern States, and is always a hardy prolific grower of large dark red berries that are unsurpassed for eating qualities. In the further Noth, it is the leading mid-season variety, and is called the poor man's berry. Will grow on most any soil and produce wonderful crops with little manure. We always recommend Dunlap for the new beginner. We understand that the Juice houses are offering $7.00 per 32-qt. crate for the 1920 crop of Dunlap. This will mean not less than $2,000 per acre for the fruit which gives an idea what money there is in growing strawberries for market.

Campbells Early

(Per)

Campbell's Early is a very clean grower, and fruit is very fine in every way, plants are in big demand. We have not seen much fruit as we sell out close on plants every year.

Climax

(Per)

Early.—One of the most productive early sorts quality poor but has proved a great money maker in some sections; is very hard to distinguish from Klondyke when fresh picked.

Cuyahoga Falls, O., Apr: 27, 1919
The enclosed is an additional order. The Lucky Boy and Lucky Strike plants were so fine my neighbor wants some, and we are doubling up and sending this order. Respt., G. S. P., Jr.

Dover, Dela.
Plants excellent and in good order. Mrs. C. F.

Whitehall, Wis., Apr. 23, 1919
Dear Sir: Lucky Boy plants received in fine shape and thanks for the fine count. Enclose find $10.00 for more. C. A. S.

New Kirk, Okla., Apr. 14, 1919
The 43,000 plants received and I am well pleased with them. I believe that they are the best plants I ever received, and in such good condition after crossing the Continent. C. C. H.

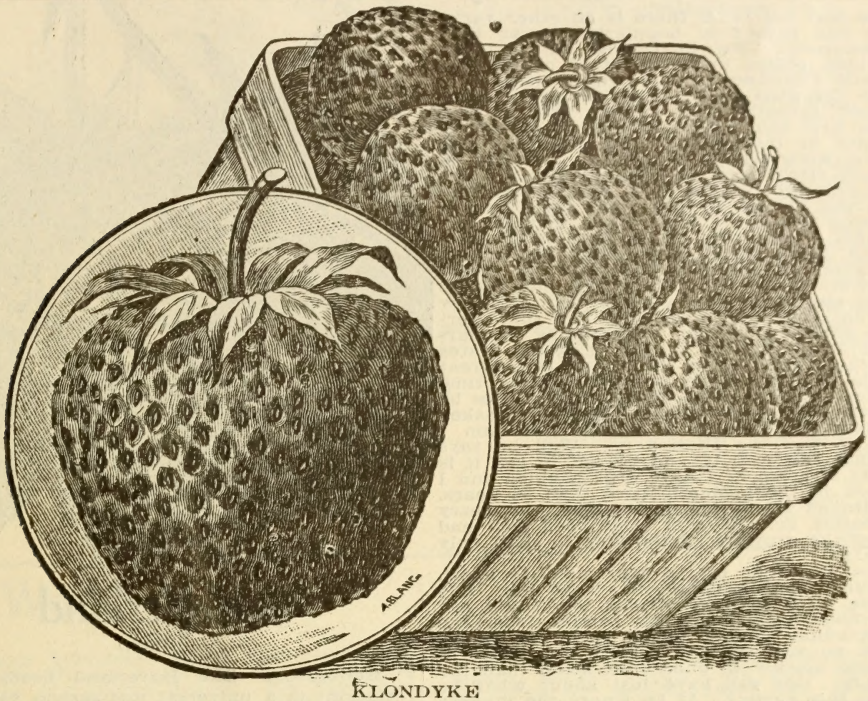
Bethlehem, Pa.
Received plants in fine condition. Mrs. G. A. R.

Salem, W. Va.
Plants are fine and fine count. A. E. F.

Columbus, Ind.
Plants received in fine shape. J. F. L.

Wells Beach, Me.
Plants received O-K. Are fine. W. P. B.

Rosslyn, Va.
Plants came by Express in fine shape. Miss C. M. L.



KLONDYKE

Klondyke

(Per)

Klondyke is a favorite for the South. What the Dunlap is to the North, and at this time Klondyke has become almost a universal variety. The past season we sold Klondyke plants to a great many northern customers in large lots. The Klondyke is better known, however, in the South land. One fault a great many growers have with the Klondyke is they claim it a shy fruiter. We think if these growers would buy their stock plants from Townsend they would soon find the Klondyke a fairly good fruiter, and a money-maker. Try our Klondyke this season. Hundreds of other growers have found our plants far better than the strain they had been used to.

This variety ranks with the Missionary and Dunlap as to popularity. Has been grown a good many years and tested in all parts of the country. Is noted for its good shipping qualities and appearance. We have probably one of the best strains of Klondyke. We often get letters saying that our plants produce more than twice as many berries per acre as plants from other sources We have grown this variety for a good many years for fruit and have done much experimenting with it in breding our stock. In the first place we found that there was likely to be a great many barren plants in the Klondyke beds. When we examined some of our neighbor's fields who had practiced the method of taking plants from the middle of the rows continuously year after year we found still more barren plants in the fruiting beds. We began to select our propagating plants late in the season from the plants that showed the largest crowns and most fruit stems being sure nothing else were taken when setting our plots. In the first year we could see a 50 per cent. change between our trial beds and our fields. Making a still more careful selection another year we found not only a fifty per cent change, but more than one hundred per cent benefit in the favor of selection. We have practiced this method ever since, and have built up a wonderful productive strain of Klondyke plants. We have letters on file that state our Klondyke plants are cheaper at $10.00 per 1000 than the average plants would be if given free.

Glen Mary

(Per)

The Glen Mary is an old time favorite among a large number of our customers and we are compelled to grow a large stock every year. Ripens from mid-season to late. Large showy berries, usually grown for home use or local markets, in all New England States.

New York

(Per)

Medium. As a local market or home use berry, it is a general favorite. Fruit large and mild in flavor. Strong upright plant grower. Has many other names, such as Uncle Jim, Oswego, Ryckman, Etc.

Wm. Belt

(Per)

The Wm. Belt is a variety that is known for its very high flavor and good qualities in every way, and is a standard variety for home use or market purposes. Fruit extra large, firm, color bright showy red all over, mostly top shaped. In our experience as berry growers we have seldom found as good eating berry as the Wm. Belt.

IF IT'S KLONDYKE—SEE TOWNSEND FIRST. TOWNSEND'S STRAIN OF KLONDYKE HOLDS THE WORLDS RECORD FOR PRODUCTION. 10,000,000 PLANTS IN ONE FIELD.

Townsend's Missionary

In the past ten years there is no other variety that has gained in popularity faster than the Missionary. We introduced this variety season 1906, selling our first lot of plants to a Missionary Preacher, in Kathlen, Florida.

It was like good seed falling into rich ground. They soon sprouted and in less than a year from our first sale we had sold more than 500,000 plants in this section. In less than five years we were selling more than 5,000,000 of Missionary plants into the State of Florida. We are not only still selling them now by the Millions to the Florida Growers, but the Northern Commission Merchants soon began to take notice of this grand early variety coming in from the South, being ahead of anything like strawberries going to market. They told the Northern growers to try the variety and they did so and they also found it a good variety and they raised the same high class, big, red, juicy berries the Southern grower was sending to market, and now our sales in New England States and in the West, and in the North, is as great as in the South. While in Boston some time ago I was shown a crate of very fine berries by one of the leading Merchants there. He asked if I knew the variety; I quickly told him I thought it was the Missionary. Well he says thats what they call it, and I want to say it is the finest strawberry I have ever handled and I have been in the business more than 35 years. He continued by saying he handled the berry from Florida up, and that their road men had requested the growers all the way to plant only Missionary.

Missionary is one of the easy sorts to grow, will make a bed of plants on a sand hill. But of course, with such conditions one could not expect those big large juicy berries from the small spindling plants under such conditions. There is no variety that I know of that will yield more quickly to good cultivation than the Missionary. One can have just about what he wants in this variety. If he wants the biggest and juiceiest berry that it is possible to get he can get it from the Missionary by giving the best of care and cultivation, and he can get about all the yield he could wish for under such conditions. We have often topped Missionary quarts off with nine berries; this is a pretty size and no market or mouth could desire a bigger berry than that. As to firmness, they will carry across the Continent and back in good condition. Color a beautiful red through and through; flavor a rich aromatic flavor that is liked by the majority of growers when the berry is big and ripe. We have succeeded in growing about **5,000,000** this season of Missionary plants that will give satisfaction to anyone. Our Missionary were all grown on high loose soil and the heavy rains of the season was just what the Missionary was looking for; so we have never grown better plants than this season.

As you will see in another column the season was both good for plants and weeds, and while we have never grown better plants we were never put to the expense before to grow the crop, as high as $5.00 per day we paid for hoeing plants and we have kept our gang in the field from May 1st to October 1st. But we are proud of our plants that we have grown for you. So let your orders come.

Sample

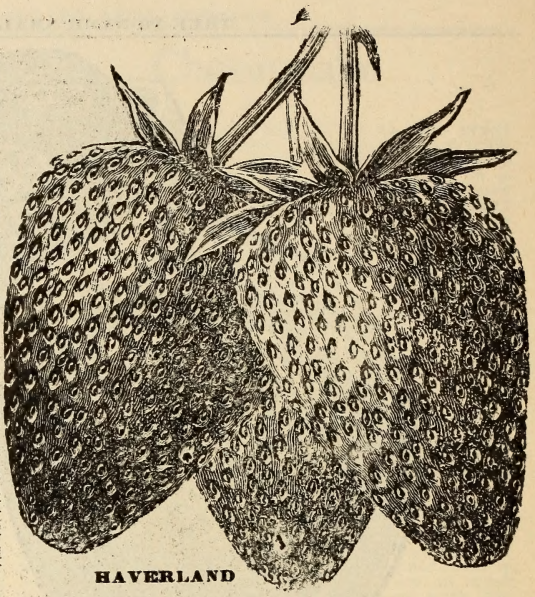
(Imp).

Late; one of the old popular sorts. Does well when planted with such varieties as Big Joe, Ford, Wm. Belt, etc. Fruit large, firm, with bright red texture, and of fine shipping quality. Very productive.

Rewastico

(Per)

Late; a variety originated here in Maryland a few years ago. A fine grower and good large fine quality berry, that brings fancy price. Very productive and a good easy plant grower, adapted to most any soil or climate.



HAVERLAND

Haverland

(Imp.)

Mid-season. The Haverland needs no description; is a universal mid-season variety, and should be polenized with Dunlap, or Dr. Burrill for best results. When set equal rows of each the field over, one has a eld of berries hard to beat when production is the word. Fine stock true to nflame Haverland.

Fendall

(Imp).

Late; should be set with such varieties as Chesapeake, Ford, Big Joe, Aroma, etc. Fendall is a large late variety, very showy when placed in crates, and sells well. Quality not as good as some varieties, but wonderful productive of large showy berries.

Gandy

(Per)

Late.—One of the very good old varieties when soil is suitable. The quality of the Gandy is known in every berry market throughout this country, and it usually brings top prices. The Gandy is at home on loose springy soil, and for very best results should be set with such varieties as Ford, Big Joe, or some other good perfect sorts, as it is deficient in pollen and for this reason it has been discarded in some sections, but should not be on that account. If set three rows Gandy and one row of either Ford or Big Joe, the Gandy will produce wonder crops. We have the largest stock of Gandy plants for years.

Kelloggs Big Late

(Per). A good late berry as to what we saw of it the past season we rather liked its behavior, and set a good acreage to plants, but the heavy early rains drowned most our stock, so we have only a small supply to offer; better give second choice if Big Late is ordered.

WORLDS WONDER

WARRENDALS ORCHARDS

O. E. Brunner

Warrendale, Pa.

May 6th, 191

Mess. E. W. Townsend & Son.
Salisbury, Md.

Gentlemen:

Never before have I written a testimonial but I consider it a duty to my fellowmen to make an exception to this rule. The Strawberry Plants received from you were certainly in the pink of condition, considering the distance shipped, in appearance of foliage and general health and length and texture of roots.

I also never before submitted to any substitution, but since through my own fault I had neglected to order a certain Strawberry of which you were sold out and you substituted Berries costing approximately 400 per cent more and sending perfect plants as perfect can be, in their place, I then came to the conclusion that your motto "Square Deal Nursery" is no idle dream".

I certainly thank you for the treatment accorded me as well as for the generosity, and assuring you of all my future orders along this line, I remain.

Sincerely yours, O. E. Brunner

Worlds Wonder

(Per)

Very late; introduced by us four years ago. The Worlds Wonder holds the record as being the largest strawberry grown. We have sold it to more than 2,000 customers in the past 3 years, who make much greater claims for it than we do. In size it runs more like apples than strawberries. In quality it is wonderful—one of the most pleasant tasted berries ever tasted. Unusually firm for so large a berry. In plant growth it is a marvel—makes plants in abundance, that look more like bushes than strawberry plants, when grown in hills. We have had them stand fifteen inches high, and as big around as a bushel basket. Broad leaves and heavy fruit stems that hold the wonderful large berries well off the ground. There is no variety on the list that will produce more quarts than World's Wonder. Where the largest berries are wanted, we recommend Worlds Wonder. We have a moderate supply of plants and expect to be sold out long before the season is over, as the demand increases by leaps and bounds each season. We will pay ten dollars in gold for a plant that will produce larger berries than the World's Wonder.

Worlds Wonder Largest Berry Ever Seen. Tells His Neighbors About Townsend's Plants And Townsend's Service.

Dela. Co., Ohio, May 31, 1918.

Mr. Townsend:—Dear Sir: Received an order from you with a neighbor for some Progressive and Worlds Wonder Plants. Both are bearing fine. Progressive are wonderful. But Worlds Wonder is certainly the largest berry I have ever seen. Picked one this morning measured four by five inches, and there are still larger ones on the plants. Have recommended you and your plants to my friends and hope you will receive more orders from here in the future. If not too lote please fill the enclosed order.—Horsea Slough.

Heritage

(Per)

Medium. A large and very fine berry. Once grown, always grown. We have had this on our lists for several years and demands increase. Moderately productive in fruit, but is supreme in quality. Good plant maker and free from rust.

Warfield

(Per)

Mid-season. Warfield is a good mate for Dr. Burrill or Dunlap. One of the most productive when properly polenized. Extra fine for canning.

Mascot

(Per)

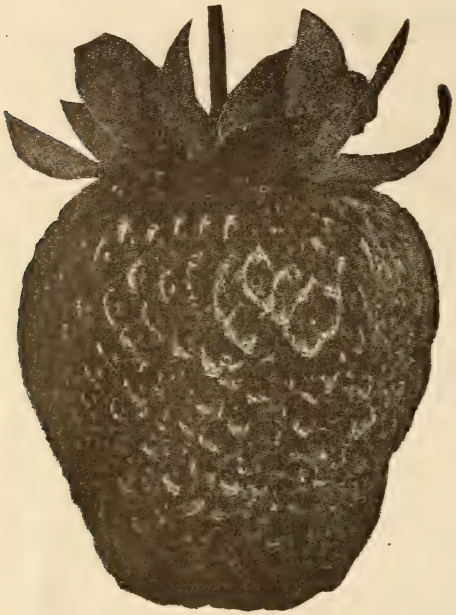
Latest. One of the latest varieties grown. Commences to fruit with Gandy and continues about ten days longer. Size, large to very large, firm and with good quality; productive. Is a great droughth resister. We have had Mascot berries stand the droughth when all others failed. Until we got such varieties as Peerless, King and Superb ever-bearing varieties to prolong our main crop we planted largely of the Mascot, but now we use the ever-bearing mostly.

Parsons Beauty

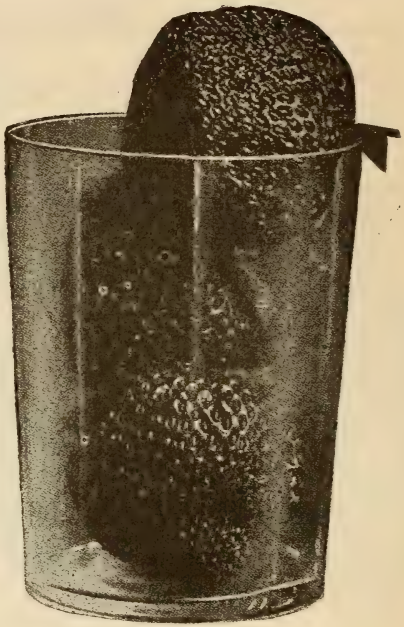
(Per)

Medium. A favorite with market gardeners and canners throughout the country. Fruit large and of best eating quality. Not firm enough for a shipper.

GIVE TOWNSEND THE ORDER IF IT'S MISSIONARY. GIVE THE INTRODUCER OF THIS GRAND VARIETY A CHANCE TO GET SOME OF THE BENEFITS FOR HIS LABOR. MORE THAN 5,000,000 FINE NEW GROUND PLANTS, GUARANTEED TRUE-TO-NAME AND WITH THE HIGHEST FRUITING POWER. MORE THAN 1000 CUSTOMERS IN FLORIDA SWEAR BY TOWNSEND'S MISSIONARY.



TOWNSEND LATE



FORD

Two of our own introductions. We introduced the above varieties several years ago with a guarantee that they please our customers and be as represented in every way or we would return every cent paid us. We have never been asked to return one penny, but have received praise upon praise from every nook and corner of the country. Townsend Late has proven equal and in many respects far superior to its parent, the Aroma, everywhere grown, and today is in great demand. The FORD is gaining in popularity everywhere. East, West. North and South, and we have never been able to fill the demands for plants. If there is any fault with the Ford we have never seen or heard of it. Many of the oldest and best known varieties have given way to these two varieties. Received highest praise from the New York Stations. Endorsed by managers of the largest Associations.

Ford

(Per)

Late. In the Ford we have a variety that will be very hard to beat. Has now been on the market for years. We have not boosted it in our Catalogs as its merit demanded. The Ford has gained in popularity year after year, until today we are selling as many Ford plants as any other variety on the list. And the remark that we made in our announcement six years ago that the Berry would become as well known as the "Ford Fliver" in whose honor it was named we still hold good. We have received more good reports from the State Experiment Stations on this variety than any other variety we have ever listed. The past season we run short of plants in the very middle of the season and turned down thousands of dollars worth of orders for FORD plants.

We quote one of the leading Stations. The Ford, introduced by Mr. Townsend is one of the best late varieties, a characteristic in its large dark green leaves, large blossoms, long erect and branching fruit stems, large showy green calx, all of which when added to the extra large bright red berries makes the FORD a valuable acquisitian to the strawberry family.

Another testimonial from Penn., says: The Ford is th best late variety tested on this farm in many years, and more than 50 varieties have been tested looking for the best late berry. There are some very strong competition against the Ford, such as Lupton, Big Joe, and Lucky Boy, but as the "Henry Ford Car" has stood the rounds and the bumps, the jokes, the Flanders mud, the shot and shell, and has come through all this H—— and is still popular, just so we expect to see our most wonderful late pet standard variety outlive them all.

We could print a book three times the size of this and not give half the testimonials we have received regarding this berry. We conclude by saying that the Ford is truly an ideal berry, easy to grow, good in size productiveness, and quality delicious red all over through and through. Blooms late making it a sure cropper, long roots, makes it a great drougth resister, has never missed a crop from Maine to California. Place orders early and save disappointment, for no matter where you are situated you can not afford to be without a Ford.

Kellogg's Prize

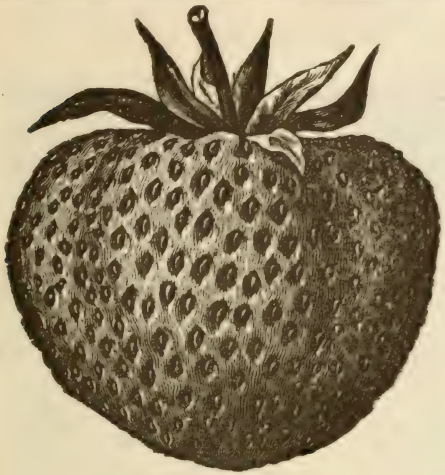
(Imp).

We have grown this variety for several years and have found it a most worthy variety and one that is steadily growing in popularity. Season very late. Should be properly mated with the very late varieties, such as Chesapeake, Ford, Worlds Wonder, Baltimore, etc. In plant growth it is fine, and produces heavily of wonderful large berries that are uniform in size and color when properly polenized. Is firm enough for a good shipping variety, and always brings highest market price. We have set this variety for fruit for past four years and find it a great money-maker. If you have not grown Kellogg Prize, get some this year, you will like it.

Bederwood

(Per)

Early to Mid-Season. One of the old time sorts that came to stay. Fruit medium in size; best of quality for a table or canning berry. Plants hardy and easy to grow. A great favorite with home gardeners.



EARLY OZARK

Early Ozark

(Per)

Until the Premier came out this was our choice as the most profitable extra early variety. We have never seen a failure with Early Ozark; a strong bushy plant grower, free from disease, or rust. Fruit the largest extra early berry known; dark red through and through, very tart in flavor until well ripe. In 15 years growing plants we have never had as much fruit of the Early Ozark as we wished to have at picking time. We still advise setting some Early Ozark, as it is a sure cropper.

Big Joe

(Per)

Also known as Joe Johnson.

As a money-maker I know of nothing in the strawberry field in standard varieties that will surpass the Joe Johnson. In productiveness it is almost by itself. In size and beauty it is all that can be desired. There is nothing but good qualities about the Joe Johnson. Under just ordinary culture the Joe netted our customers more than $1000 an acre several times in the past five years. In plant growth the Joe makes a strong clean plant. Sets just enough plants for a matted row. The Joe is a universal type of berry. It grows good and "makes good" everywhere under nearly all conditions.

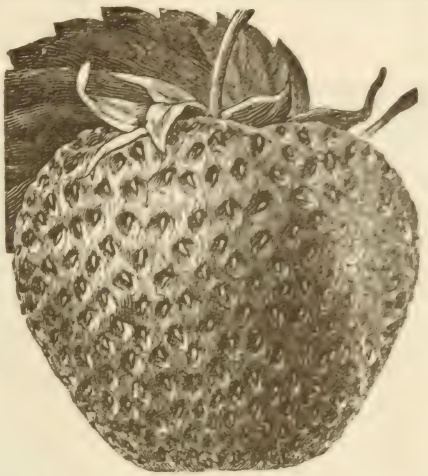
We sold the Joe at our stations here in Maryland this year carload after carload at $7.00 to $8.00 per 32-qt. crate, and some brought as high as $10.00 per crate. We have proof of one acre picking eighty 32-qt. crates one day. I know all the above to be facts, and when I say the Joe Johnson is a wonderful berry I have not said half.

We have a Thoroughbred stock of plants this season. We introduced the variety seven years ago, and our stock has never been equal to the demands and we have increased our acreage year after year until we cannot increase any more. Only one way to get the plants—send in the order as soon as you get the bookklet.

Early Jersey Giant

(Per)

This is one of the Van Fleet varieties, and is planted extensively in most of the berry sections now, and especially as a local market sort; large, very showy, quality fair, and sells for high prices on the local markets. Is a good strong plant grower and a prolific fruiter. Color of fruit light scarlet, flavor mild, very little acid. Demand for plants increases every year.



EARLY JERSEY GIANT

Late Jersey Giant

(Per)

Late. One of New Jersey's latest productions. Is of the Gandy type; said to be much more productive. We have not had time to give it a trial here. Comes very highly recommended, and a great demand the past season from N. J. growers for the plants. We have a good stock of plants this season.

Townsend's Late Champion

This is a variety that has won on its own merits. We never gave it any boastful advertising. It was a chance seedling found growing near an old Aroma bed. We did not pay much attention to it until we got it started in the great berry section around Bridgeville, Del. It was there that it soon made itself known, and its good merits began to be heard from. The growers went wild. In a short time every mail that came in brought us letters inquiring for plants. Automobiles came to our farm by the dozen. It was which to get the order for plants in first. We had only a small acreage growing as we had not expected any such rush for the Townsend plants, and many had to wait. We booked orders 12 months in advance for a great many growers, and today this is one of the best known varieties in that part of Delaware; and is still leading their very best varieties. The Townsend's late is a perfect flowering variety. Fruit large and round; color bright red to the center. A havy cropper, a fine flavored berry, and firm enough for a good shipper. In plant growth it is very hardy, making plenty of long, course roots, and is one of the surest croppers on our list. We have never had any fruit for our own use from our propagating beds, as the demand is still heavy for our plants. Plant Townsend late for a sure money maker. Good everywhere, North, South, East, West. Some our very best reports now come from the State of Florida, while others come from California, New Hampshire, the Central West, etc.

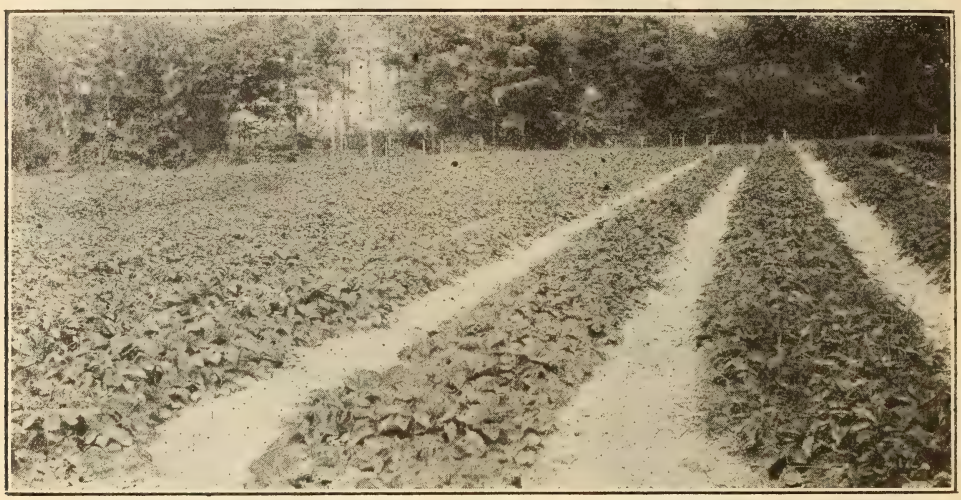
Quenten, Pa.

My order received in fine shape, well pleased plants are larger and were packed better than and plants ever received from other nurseries. A. C. M.

New Glasgow, N. S., June 9, 1919

Dear Sir: The plants received in good condition. Thanks for such fine treatment.

Yours truly, C. A. Mc.



A TOWNSEND FIELD OF EVER-BEARING PLANTS

Twilley

Early to Mid-Season. This is a perfect flowering variety that has been grown in nearly all sections of the country and is considered one of the best Market sorts as well as a fine berry for home use. Is extra large dark red through and through, flavor mild and sweet.

Makes a fine robust plant and holds fruit well off the ground. We can sell only in small lots as our stock is short.

Chipman

Early to Mid-Season. Perfect flowering variety. Hails from Delaware and is considered a profitable variety by the large berry growers in that State.

Outside of Delaware it has not been grown much that we know of. We describe it as follows. About same size as Klondyke and color same, and greatly resembles that variety is very productive and good shipping and eating quality. We think it worthy of a trial.

Bushel Basket Strawberry

Is being introduced for the first time this season by Mr. Katkamie of New York State, who claims it to be the greatest strawberry on earth. A part of his description follows:

An ideal plant maker, strong healthy double to thrible crowns. Makes runner plants freely, but an ideal variety for hill system, and when grown this way each plant will be as large as a bushel basket; is a strictly hardy variety in every way.

FRUIT.—Color a beautiful red. In shape is slightly niched and admits of easy picking. Very small seeds and red to the core, is considered one of the very best for home canning as well as for market purposes. We think it worthy of a trial, and have contracted for a few plants from the introducer this year to offer our customers who want to try it out:—At following prices.

12 Plants	**$3.00**
25 Plants	**$5.00**
100 Plants	**$17.00**
1000 Plants	**$150.00**

MAIL PREPAID

Never Fail

A new ever-bearing strawberry, originated by D. J. Miller of Ohio, and introduced by L. J. Farmer. Plants strong and healthy, and productive of barries of large size, dark red flesh and a flavor which has character. Farmer says you will like it.

Prices:	Mail Prepaid.
12 Plants	**$3.00**
25 Plants	**$5.00**
50 Plants	**$9.00**
100 Plants	**$17.00**

NOTE.—While we do not advise setting heavy to new and untried varieties we do advise testing in a small way new varieties sent out by responsible concerns who have a reputation at stake. By testing new varieties, breeding and cross-breeding only has the world been greatly benefitted in the past 20 years. Such varieties as Wilson, Albany, Crescent, Michaels Early, Hoffman, Hoveys Seedling, etc., would not be noticed today and thirty years ago they were the leaders.

IF IT'S A LATE VARIETY YOU CAN'T GO WRONG ON THE FORD. NO MATTER WHERE YOU ARE SITUATED WE GUARANTEE FORD TO PRODUCE VERY BEST RESULTS.—EITHER FOR HOME USE OR MARKET. LARGE, FIRM AND PRODUCTIVE. LARGEST STOCK OF FORD PLANTS WE HAVE EVER GROWN. ALL EXPERIMENT STATIONS RECOMMEND FORD AS THE HIGHEST IN QUALITY. OUR GUARANTEE BEHIND EVERY FORD PLANT SOLD.

1920 - PRICE LIST - 1920

Of

Townsend's Thoroughbred Strawberry Plants

NOTE:—This 1920 price list cancels all previous prices.

INSTRUCTIONS FOR DETERMINING THE COST OF PLANTS

BENEATH THE VARIETIES in each column below is a complete scale of prices which applies SEPARATELY to each individual variety listed in that column. If plants are wanted of more than one variety figure each variety separately the same as though you were ordering only one variety. As the price which appears opposite any given quantity of plants represents the cost of each variety in that column. And not a combination of varieties.

Please note that we have quoted below prices ranging from 25 plants to 20,000 plants, and attached our very lowest price possible opposite each number of plants. If your order comes in between 25 plants and 20,000 plants, it is no use to write for lower prices; we positively cannot grant the request. If plants are wanted in larger lots than quoted we may be able to give a further discount.

PLEASE REMEMBER.—We are plant growers and not dealers, and that you are getting the highest grade of plants it is possible to grow in the most favorable section on earth for the growing of nursey stock. And that every plant shipped is fresh dug for your order, packed and properly marked so as to reach you in good condition.

Orders will be booked and held until April 1st when one-third of remittance accompanies the order.

We are not to be held for conditions resulting from any act of nature, labor situations or any other cause beyond our control.

All prices and quotations are subject to stock being sold when order is received. We are not to be held responsible for loss of stock by freezes, labor troubles and etc., or loss or damage of stock while in the hands of the transportation companies, which is beyond our control.

COLUMN 1.	COLUMN 2.	COLUMN 3.	COLUMN 4.
DR. BURRILL	BEDERWOOD	PREMIER	CHESAPEAKE
EARLY OZARK	BIG JOE	FORD	WORLD'S WONDER
KLONDYKE	EY. JERSEY GIANT	BRANDYWINE	PEERLESS
MISSIONARY	GLEN MARY	AMANDA	PROGRESSIVE
SEN. DUNLAP	HAVERLAND	CHESTER	SUPERB
	KELLOGG PRIZE	FENDALL	
	MAGIC GEM	LUPTON	
	NEW YORK	REWASTICO	
	SAMPLE	CAMPBELL'S EARLY	
	WARFIELD	BIG LATE	
	WM. BELT	PARSON'S BEAUTY	
	AROMA	TOWNSEND'S LATE	
	GANDY		
25 Plants ____$ .50	25 Plants ____$ .60	25 Plants ____$ .70	25 Plants ____$ 1.00
50 Plants ____$ .90	50 Plants ____$ 1.00	50 Plants ____$ 1.05	50 Plants ____$ 1.75
100 Plants ____$ 1.25	100 Plants ____$ 1.50	100 Plants ____$ 1.70	100 Plants ____$ 2.50
200 Plants ____$ 1.85	200 Plants ____$ 2.10	200 Plants ____$ 2.70	200 Plants ____$ 4.00
250 Plants ____$ 2.00	250 Plants ____$ 2.50	250 Plants ____$ 3.20	250 Plants ____$ 5.00
500 Plants ____$ 3.00	500 Plants ____$ 3.50	500 Plants ____$ 5.00	500 Plants ____$ 7.50
1000 Plants ____$ 6.00	**1000 Plants ____$ 7.00**	**1000 Plants ____$10.00**	**1000 Plants ____$15.00**
2000 Plants ____$11.50	2000 Plants ____$13.50	2000 Plants ____$19.50	2000 Plants ____$29.50
3000 Plants ____$17.00	3000 Plants ____$20.00	3000 Plants ____$29.00	3000 Plants ____$44.00
4000 Plants ____$22.40	4000 Plants ____$26.40	4000 Plants ____$38.40	4000 Plants ____$58.00
5000 Plants ____$27.50	5000 Plants ____$32.50	5000 Plants ____$47.00	5000 Plants ____$70.00
10000 Plants ____$50.00	10,000 Plants____$60.00	10,000 Plants____$90.00	10,000 Plants___$125.00
20000 Plants ____$95.00	20,000 Plants___$115.00	20,000 Plants __$175.00	20,000 Plants___$235.00

PRICE LIST OF LUCKY BOY EVER-BEARING STRAWBERRY PLANTS

25 Plants	$3.00	250 Plants	$15.00
50 Plants	$5.00	500 Plants	$25.00
75 Plants	$6.00	1000 Plants	$50.00
100 Plants	$7.50	**No further discounts allowed.**	

STRAWBERRY PLANTS BY PARCEL POST [Estimated]

Up to 2nd Zone	10c per 100 Plants	Fifth Zone	25c per 100 Plants
Third Zone	15c per 100 Plants	Sixth Zone	30c per 100 Plants
Fourth Zone	20c per 100 Plants	Seventh to Eighth Zone	35c per 100 Plants

FREE DELIVERY.—We will pay transportation charges on all orders for $100.00 or more at Catalogue prices when cash accompanies the order.

Club with your neighbors if you are unable to use so many plants and get this FREE DELIVERY.

TOWNSEND'S STRAWBERRY GARDENS

Our strawberry gardens are getting to be one of the attractions of our book, and have always been very profitable for our customers. We always intend to make attractive prices in order to induce some one to grow a strawberry garden who has never before grown strawberries. We can truly say that we have been successful as hundreds have wrote us saying that this was their first attempt in growing strawberries, and later we have received their lettes telling of their pleasure and profit derived from the Townsend Strawberry Gardens. While plants are very scarce and necessarily very high in price we will still continue to make extraordinary offers in a few select gardens. Strawberries are getting to be so high that if one does not grow them they are almost prohibitive. For the past two years strawberries have seldom sold for less than 25c. per qt. and in most cases the past season twice this price. We know that on our local market 35c to 40c were the ruling prices and thousands of acres are grown in this vicinity for commercial purposes, and $8.00 to $12.00 per 32-qt. crate was the price by the carloads at the stations where berries were bought and sold. Many of our garden clubs have sent us photos of their little patches but for lack of space we can not print them this time.

EVER BEARING GARDEN

250 Plants ---------- **$7.50**

This selection consists of 250 Ever-Bearing Plants of our own choice and selection and should give you all the fruit a small family could use all summer and fall, and again next Spring, and until cold freezing weather sets in. Plants delivered by mail FREE.

OUR STANDARD GARDEN

400 Plants ---------- **$5.00**

Consists of 400 Plants of our very best up to date varieties, suitable for family use, from early in season until late. 100 Premier, 100 Dr. Burrill, 100 Missionary, 100 Ford. Our special delivered price is ------**$5.00**

OUR BOY'S GARDEN

350 Plants ---------- **$5.00**

This garden as usual must include 50 best Ever-Bearing Plants, and as this means 50 Lucky Boy, they must go in as long as the stock lasts. The other 300 plants must be selected by our manager out of the very best hardy growing varieties, from early to late, as no mistake shall be made in selecting the plants; and the boy who sends in the best photo of himself and patch will receive a free garden next year.

The regular price of this garden would be $10.00. Special price to our boys only $5.00 prepaid.

MIXED DAHLIAS

We offer about one hundred thousand Mixed Dahlia Bulbs; more than 150 varieties—about one half of the very finest and latest styles of Show Dahlias.

PRICES:

$1.25 per doz.; $2.00 per 25; $3.50 per 50; $6.00 per 100; Large Clumps 50c each;

GRAPES

	Each	10	100
Concord (black)	$ .25	$2.25	$20.00
Niagara (white)	$ .40	$3.50	$30.00
Delaware (red)	$ .40	$3.50	$30.00

HONEY SWEET (Black Raspberry)

Large size glossy black in color; delicious in flavor. The originator claims them to be better in every way than any of the older varieties of black caps. We recommend them for trial. Have received very high commendation from the leading farm press.

Price, mailed direct to you from originator Prepaid.

12 Plants $2.00; 25 Plants $3.00; 50 Plants $6.00. Safe delivery guaranteed.

QUANTITY	NAME OF VARIETY	PRICE
	Total	

TRUE-TO-NAME.—While I use every precaution to have all plants, etc., true to name (I believe we come as near doing this as anyone in the business), I will not be held responsible for any sum greater than the cost of the stock should any prove otherwise than as represented.

Please write the names and addresses of any acquaintances or friends who might be interested in, or buyers of strawberry or other small fruit plants.

PLEASE USE THIS ORDER SHEET

E. W. TOWNSEND & SON, Strawberry Specialist

SALISBURY, MARYLAND

PLEASE FORWARD TO

Name ---------- **R. D. No.**---------

Postoffice ---------- **P. O. Box**---------

County ----------**Street** ----------

State ----------**Freight Station** ----------

Express Office ---------- ----------

Ship by----------**On or About**---------- **19**---

State here how to forward

Date of Order---------- **19**---

PLEASE WRITE NAME AND ADDRESS PLAINLY, and fill all blanks perfectly. Always state how goods shall be sent, attach price to each article, and add up accurately. Make all letters short and to the point, and please do not write letters on the same sheet with the order.

QUANTITY	NAME OF VARIETY	PRICE
	Total.....	

Early in the season I usually have in stock everything listed in this catalog, but late in the season I frequently run out of some of the varieties; therefore, when you order late, please state whether I shall substitute something equally good and as near the variety ordered ( ) as possible or return your money for stock that I may be out of. Answer------( )

SELECT LIST OF NEW VARIETIES

Some of these have been tested by us for three and four years. others we are propagating for the first time

Each variety mentioned shows considerable merit and is worthy of a trial in all sections of the country. It is only by keeping a testing plot each season that the berry growers are kept in close touch with all the best varieties and any variety in the list may prove a fortune to some berry grower, by being just the variety for his particular purpose. If the Nurserymen and Horticulturists of the country had not kept constantly testing out new seedlings, crossing and recrossing varieties, the strawberry would be today just where is was 100 years ago, when only a few wild seedlings and French stock were known. I have advised my customers for fifteen years to get the habit of testing out in a small way most of the new varieties offered. We give below a short description of a few we are offering for trial this season.

ALBERT.—Sent to us from Idaho, by Mr. Freeman, has made no runners, we have seen no fruit. He speaks in high terms of it.

OSCAR.—Sent to us by Mr. Freeman, has made a fine growth, and showd some of the finest berries in our bed.

ALLWILD.—A seddling sent to us by a Kansas grower, found on a range where strawberries were not in fifty miles of the place, a bird probably dropped the seed fifty years before and being a rich fertile soil a bed of plants had sprouted and grown to be several feet wide. This is one of the cleanest plants we have ever grown, fruit is large, with bright shiny color firm and very productive, and is classed by all who have seen them as a picture; plants very tall and nearly every plant makkes several large crowns even in matted rows. Season late.

The following seedlings came from California and are now named by us for the first time. Have all been tested three years.

RED JAY.—(per). Early, size large to very large, deep red all over, firm, and juicy, quality very mild and sweet.

EARLY BIRD.—(per). Season early to mid-season, large bright red, firm and sweet, one of the best for table I am sure, a good free plant maker.

NAKATA.—(per). Mid-season to late, namde after the originator, a Japanese of California. Size, large, color bright red, rich aromatic flavor, resembles the Aroma, of which I am sure it is a cross.

In ordering the above for testing, mention the WEST COAST SIX. One doz. plants one variety $1.00; one doz. each of the six varieties, $4.00, postpaid.

NEW STRAWBERRIES FOR TRIAL

Every season we are offered many new introductions in strawberries. Most of these offers coming from Experimental Stations and expert Horticulturists. We usually give as much space in our testing plots as possible to these new untried varieties.

The past season we were offered eight new seedlings from the N. Y. Agricultural Experiment Station, Geneva, N. Y., by Mr. Katamier.

After testing out thousands of seedlings the New York Agricultural Experiment Station selected the following eight varieties as having merit. I am more than delighted with them. They have made a splendid growth, each variety, and I picked some of the finest fruit from the Spring set plants, which blossomed and fruited until July despite the fact that we pinched off the blossoms several times. I feel that it will be to the interest of our customers to give these new varieties a test at once. We describe them briefly as follows: Mr. Katkamiers descriptions.

ADDISON.—(Imp). Mid-season, productive of large glossy, medium red, firm, good quality.

ALDEN.—(Imp). Productive, large bright glossy rd, pleasant flavor, and the quality is truly fine in every way.

ANGOLA—(Imp). Mid-season, productive, large glossy red, sprightly flavor, juicy, red through and through, fine berry.

ARCADE.—(Per). Mid-season, large productive, attractive red, juicy, firm, good.

ARGYLE.—(Per). Mid-season, productive, large, glossy red, firm, very high quality.

ASHTON.—(Per). Mid-season, large, productive, glossy dark red to center, juicy, firm and good.

ANTHENS.—(Per). Mid-season, large, productive, bright red, sprightly, good.

AURORA.—(Per). Late mid-season plants vigorous, glossy, even medium red, firm, juicy, good, ships well.

We offer the above in dozen lots only as follows: One dozen, any variety, $1.00 postpaid. One dozen each of the eight varieties, $5.00 postpaid.

Just mention the New York Selection when ordering any of this lot.

OUR RESPONSIBILITY

As to our responsibility, we refer you to our bankers—the Salisbury National Bank of our city, all Express Co's., Postmaster of Salisbury, Md., Dunn's or Bradstreet's Commercial Agencies. Have your banker look us up for you, will only take a minute of his time, and he will be pleased to do this for you.

If you have never done business with us we will thank you to make the inquiry. You will then have confidence in us, which is the foundation of all business relations. Placing an order for plants and seed is like placing your all with a man, so far as crop prospects are concerned. It is true that the plants nor the seed can do it all no matter how perfect, but good plants are the foundation for a good crop, and always remember that there are none too good.

Cambridge, Vt.

May 3rd, 1919.

Plants opened on April 29th; were fine and a great surprise. Thirty times more than I had expected. I feel indebted to you very much and will see that you get a large share of my orders. such beautiful large well rooted plants.

I am sending you a box of my maple sugar of my own make to try to even things up a little.

Sincerely yours,

Putman Luther, Hort.

NOTE.—Well, if the plants were any finer than the Sugar they were some plants.—E. W. T. & S.

Urlton, N. Y., Sept. 5th.

Your plants of the Lucky Boy which I got from you this last spring did so well, also my neighbors, I would like to handle them here in this county. Fine plants and fine berries.

Respt., F. J. M.

UNCLE TOMMIE and his Pets—THE EVER-BEARING STRAWBERRIES

Photographed August 1st. Uncle Tommie says that in more than 30 years in growing plants this is his finest field he has ever grown. We have had visitors from all over the country to look at this field of plants and every one states they have never seen such a field of plants before.

Uncl Tommie is pround with his great success in plant growing, and we are proud of 'Uncle Tommie" as he is known to all of us.

Peerless

Peerless in many respects resemble Superb, in fruiting. Is a tremendous plant maker if allowed its own way, and fruit will not be plentiful if allowed to run in matted rows. Like all other ever-bearing varieties best to keep off all runners first season. If allowed to stand in hills plants will grow very large and will produce enormous crops of large high colored berries, with good quality. We think it far ahead of Superb, as it does with us. We bought our supply of plants from the Originator, Mr. Cooper, of N. Y. State, and have a reasonable good supply of plants.

Progressive

Progressive is probably the best known ever bearer at this time, and has been more widely distributed than any other ever bearing variety. Is a great droughth resister, and begins to ripen large crops of medium size berries almost as soon as set out and for this reason it is best to keep fruit buds pinched off for first three months. Will make abundance of small fruit on a thick matted row. But should be grown in hills for best results, or at least in a narrow matted row. Progressive unlike any of the other ever bearing varieties is the earliest berry to blossom in the spring, and is very hardy from frost, and as it is also a persistent bloomer, it is bound to be the first variety to ripen and no matter how cold the spring or how late, Progressive may be counted on for a full crop. Some of our customers made more than $1000 per acre from the fruit the past June, to say nothing of the crop picked last summer and fall which sold for 50c per quart.

Superb

In some sections of the country, Superb is the leading ever-bearer, Progressive being discarded for it. Here in the Eastern Shore of Maryland it does not produce but very little fruit in the Fall, and could hardly be classed as an ever-bearer. It is in the Northern States that it is at its best as a fall cropper. As a Spring variety it ranks with such as Chesapeake and will fully equal this variety in production and quality.

Lucky Strike

We are very sorry to report that we have not sufficient plants to list this season. A heavy rain just after the plants were set completely drowned the side of our field where our Lucky Strike plants were set, and we will not have more than a few thousand plants and those we wish to keep to propagate from. The Lucky Strike seems not to be a universal variety. In some sections as here with us it is one of the very best, both in plant growth and and in fruit; while in some sections it proves almost a failure and produces no fruit at all. Wherever it was at its best it proved a grand success. To those who wish to test it out for themselves we offer a few plants at $1.00 each.

IF IT'S AN EXTRA EARLY VARIETY, PREMIER IS ON THE TOP. WE HAVE A LARGE STOCK DIRECT FROM THE INTRODUCER, GUARANTEED STRAIGHT IN EVERY WAY, AND TO PLEASE YOU. 1,000,000 ON NEW LAND.

LUCKY BOY.—Biggest, Sweetest, Most Productive.

Lucky Boy

BIGGEST SWEETEST MOST PRODUCTIVE

Lucky Boy heads the list of all ever bearing strawberries. Another season proves it to be head, neck and shoulders above any variety that we have ever tested. Last season was the first time this grand variety was offered for sale. And we have received the very best reports from all over the country. If we had our choice we would discard every other ever bearing variety and grow only the Lucky Boy. We gave the history of origination in our 1919 catalog, and describe it briefly as follows:

In plant growth it is ideal, plants strong, hardy growers, without any blemish of rust at any time, makes a good number of strong runner plants first year which bear some fruit beginning about August 15th. Fruit is a rich glossy red through and through with a high aromatic flavor, not surpassed by any other variety. Size of fruit—one of the very largest berries grown, and considerable larger than any other ever bearing strawberry, about twice the size of the Superb. When grown in hills which is the only right way to grow the ever bearing strawberries, it is unsurpassed for productiveness, beginning to fruit continuously about August 15th and continues until hard freezing weather sets in. Frost does but very little damage either to blossoms or fruit and it is really at its best after the first frost strikes us here in Md. We picked as high as half a quart to the plant at one picking in November the past season. The fruit is much firmer than any other ever bearing we have seen and can be shipped any distance other strawberries can with perfect safety. The great trouble with us this season is we have not a sufficient number of plants to supply our customers. Wholesale men from far and near have been to look our fields over this fall and every one who have seen them growing and fruiting has offered us much larger orders than we could accept. One N. Y. nurseryman begged us for 100,000 plants. We promptly refused notwithstanding he offered us 50 per cent more than our retail price, or $75.00 per 1000. We have always made it a rule when we have found anything good, to offer it to our own customers first, and the first come will be first served as long as our stock lasts. One of our customers from N. Y. State who received a small shipment of Lucky Boy last spring is so delighted that he made us an offer to distribute our entire stock this season. Of course we had to turn his offer down.

Another customer from Utah writes as follows: "Lucky Boy plants have done fine, notwithstanding the terrible dry spell they passed through, all other plants died before the rains come. We have now every plant growing and loaded with the largest berries I have ever looked at, and single plants will measure as large as a bushle basket. I kept every runner prooned off as fast as they came. I want 100 more plants this coming season no matter what they cost."

Another word we will add that our customers have not yet had time to find out. The Lucky Boy is not only the CHARM of the ever bearing family, but is the CREAM of the all varieties for the Spring crop. Ripening with the late varieties and continuing until very late in season. When Lucky Boy is grown there is no such thing as crop failure if proper cultivation is given. As our customers state it is one of the very hardiest to stand drougths as it grows when all others die, and also is immune from frost, and will continue to fruit for months after the first frost comes.

"UNCLE TOMMIE WASHBURN"

Uncle Tommie is a wonder in growing fine plants. He has been with us for a number of years and a great deal of the credit is due him for the extra fine plants we have been able to send you. The above cut shows him in a plot of Peerless, August 1st. This field will now dig about two million plants.

A Few Testimonials From Some of Our Appreciative Patrons

Spotwood, N. J., May 22, 1919.
Enclosed find order for more plants; the ones I got of you last year proved fine. They are in fact better than anything ever seen here. We picked the Premier on the 20th of May, really a week earlier than strawberries ever ripened here. People here are suprised very much. I wish I had more space for them. Resp., W.F.M.

Ellsburg, N. Y.
The plants bought of you last year did fine. Worlds Wonder are "wonders", and the Progressive had berries on them when snow came. Mrs. R. J. M.

Hartman, Conn., Apr. 4, 1919.
Enclosed find order for 1000 more Progressive; sold over $350.00 worth of berries from the last 1000 bought of you last spring.

New Glascow, Va.
Want to thank you for filling my order so liberally, and you sent such fine plants; am well pleased and will say that I never received such fine treatment before. Mrs. L. J.

St. Louis, Mo.
Dear Mr. Townsend: We finished paying for our home the past year all from your strawberry plants sent us three years ago. To say that we are proud that we ever heard of Townsends plants puts it mildly. We owe you everything. Now we want you to price us on 5,000 of your own selection as you did before, as we must set a new patch this spring. Yours truly, E. M. S.

Bendersville, Pa.
Received all the plants in fine condition; am very much pleased; had the best roots of any plants we ever bought, will not forget you when wanting plants again and will speak a good word for you. R. Bros.

May 8th, 1919.
Dear Sir: I received the ever-bearing plants yesterday, in fine shape when I opened them. I said leave it to Townsend when you want good plants; no matter whether early or late in the season, one can depend upon getting them. Enclosed find another small order as I wish to set a few more. If you have not those ordered send next best; leave it to you. Respt., P. F. C.

SOME STRAWBERRY GROWER
W. D. Gay, Iowa

I note the strawberry record of Elsa Albaught, of Tennessee, in this issue of your paper, $1,500 per acre. I have made a record this year that beats this considerable. I had a field of 18,300 square feet from which I sold 249 24-quart crates. I sold 218 crates at $5.00, 24 crates at $6.00, 7 crates at $7.00, the total amount of cash received was $1,283.00.

Besides this we canned three crates, and gave away four crates, besides we ate all we could for 15 days, not less then five crates were eaten. Above figures are accurate, and can be easily verified. I am a jeweler 55 years old, and did all the work in raising the corp after 6 oclock in summer of 1918. Local demand took them all, and my expense for crates was small, using them several times.

We Use Damp Moss, Not Soggy Wet As Most Nurserymen Do.

Plants that are received in a very dry condition, are often in a much better condition than they seem, and will generally do better than plants that are packed soggy wet and are full of life and brickle when unpacked.

If plants are dry when unpacked place roots in water up to tops and let stand half a day or over night, and if they are not damaged otherways you will find them freshened up and in good condition after the soaking.

To illustrate: The past season we had a shipment turned down after being on the road eight days. We packed the shipment especially well for the long haul and when we received the wire that plants were dried dead and would be refused, we wired answer to have same returned at our expense. In 8 days more we received the shipment, being more than sixteen days on the road there and back. The plants were as we had expected, very dry, but the buds and crowns were showing some life and we dampened the roots for a few hours and set the plants out in our own field and the result was that we have not a better plot of plants on the Eastern Shore of Md. than this plot. If there was a loss on a single plant it can not be missed. In packing our plants we never use soggy wet moss, only good and damp, and we seldom have any complaints from the knowing customers. The great danger in packing plants too wet is they get brickle and the crowns are in great danger of being broke when handling, and a loss of crown is a lost plant. Another thing too wet packing will always heat if weather is warm.

Our Free Service Bureau and Other Things of Interest to Our Customers

FREE—OUR SERVICE DEPT.

We do not consider the deal closed when we accept your money and ship your order of plants We are here to guide you in giving advice and in helping you in every way possible in growing and marketing the crop. More than one-half of the time of the writer is spent in correspondence with his customers in advising them in the different problems in growing their crops and in making selections.

In this booklet, we are trying to give all the advice possible as to selecting varieties, manuring, plowing, setting plants and caring for them from start to finish —in order to avoid so much unnecessary correspondence as possible, during the coming very busy season. But any advice not given here will be cheerfully given for the asking .

We have discontinued the growing of other small fruit plants.

The growing demand for our strawberry plants pervents us from growing other nursery stock until labor conditions change. We believe this to be to the interest of our customers at this time. Strawberry plants and other nursery stock can not usually be shipped in the same package and it therefore can be ordered from another nursery without any more expense to the purchaser.

WE COULD GROW JUST STRAWBERRY PLANTS

Just such plants as are grown and advertised by the average plant man. But would we grow ourselves?

We think not. We have seen the coming and the going of a great many plant growers since we started in the business.

WE WOULD NOT BE CONTENT TO GROW JUST STRAWBERRY PLANTS.

Our one aim is to grow only the very best plants that it is possible to grow. And to make every Townsend customer a leader in his section as a successful strawberry grower.

For this reason it is to the interest of every berry grower large or small to select Townsend as his or her Nurseryman to supply the plants for this year's crop. Mistakes and failures are fatal at this time, we must not take a chance and buy something called plants just because they happen to be a little cheaper or a little nearer home. Our packing is perfect. No matter where situated plants should reach you in time, at the proper season—our prices are as cheap as the best plants can be grown and delivered to you.

Once a Townsend Customers—always a Townsend Customer—WHY?

The first thought with us when we get a new customer is to try to please him better than he was ever pleased before. We begin by serving him with better plants than he was ever accustomed to. We give him prompter service than he is used to. We never allow a customer to make a mistake in getting the wrong varieties if we can help it. We are never too busy to sit down and write our customer a letter advising him about his order. We try to give every customer a little more than he expects, (note what some of them say when writing us). We do not treat a customer in the above manner just when he is new but we try to give him better service every time he comes back.

WHEN THE ORDER IS RECEIVED.

When an order is received, first it is handed to our Manager. He reads the order and letter over (if accompanied by letter), fifty per cent. of the order sent to us is left to the Manager's own way to fill, as he thinks best. Twenty-five per cent. or the orders state: if varieties ordered not suited for my section, please substitute something better. The Manager at once takes his pencil and crosses out any variety not suited; or if left entirely to him to make selections, makes out the order with our very best varieties for the particular section, adding a few more plants than the customer expected or paid for. The order goes at once to the Packing House, where it is booked for shipment on a certain day. The foreman there instructs the book-keeper to add a few extras. Next the packer gets the order in hand to fill. He gives instructions for digging the order and preparing same for shipment. When plants are counted (after giving two or three plants over in each bundle) the packer finds he has a few bundles over, he places them in the also, as he says no use to leave them over, we will make him feel good when the box is opened. So it goes: every one who has a crack at the order tries to do a little more than he is required to do in order to make the customer happy.

Brief Cultural Directions For The New Beginner

We have no favorites. Every customer is extended the same treatment whether the order is a dollar order or a five hundred dollar order. In short we could not ask any one of our customers to give us more for our money than we give them, if our positions were reversed.

IS EVERY CUTOMER PLEASED?

We answer no! No angel from heaven could please everybody. About two kickers in every thousand, (but isn't that fine?). Some few expect the plants to be shipped before we get the order. Honestly we have received letters and orders like this: Dated April 1st, mailed five hundred miles away, giving shipping instructions to be shipped April 2nd. We get the order Apr. 3rd, or 4th; on April 6th we get a letter saying we sent you an order about a week ago to ship at once. Please send plants at once or return the money. What do we do? Fill the order just as it comes in turn—no other way to do. A postal is always mailed when an order is received and booked unless the order is going to be shipped by Parcel Post same day, then no postal is required. Usually the kickers turn out our very best customers in the end, as they get just as good treatment as we can give the rest.

Strawberries will thrive in most any soil that is not too dry or water-soaked, and no crop will respond more quickly to good cultivation than the Strawberry. Strawberries require a great deal of moisture, especially at fruiting time.

PREPARING THE SOIL.—Strawberries should follow some truck crop if possible. We do not recommend planting strawberries after an old sod has been turned under, too many grubs are likely to destroy the plants. All sod land should be plowed at least a year in advance and sowed to some vine crop and manured the fall or winter before planting to strawberries, and then thoroughly worked up in the spring, where it is possible; land that has been manured a year in advance makes the best strawberries. We do not recommend heavy application of manure immediately before planting, and under no circumstances do we recommend the use of commercial fertilizer, directly under the plants when set. The fertilizer is likely to cause the plants to die as soon as the sun gets hot. If fertilizer is to be used, broadcast on the land, thoroughly work in the land a few weeks before setting plants. The finer the condition of the soil at planting time the better for the crop. If land is hard and cloddy, better roll, also if very loose sandy, it is best to roll, as this rolling holds the moisture that is so much needed at this time.

Mr. Burrill, of Watkkins, N. Y., sold $64.75 worth of berries from a Townsend Ever Bearing Strawberry Gaden, besides funishing his own home with all the berries they could use and preserve.

TIME TO PLANT.—The Fall from November 1st to March 30th in the South plants may be set any time. In the Middle States,, March and first half of April. In the North, as early in the Spring as the ground can be worked, the sooner the better. Northern customers should always order their plants shipped at least two weeks before they expect to set them out. The plants should be healed in a V-shapd trench after they have been unpacked and untied, bunches opened and roots dipped in water. Cover with a board to shade the plants and they will keep several weeks and be in fine condition to plant when the proper day arrives. We ship most orders to the far North during last half of April. But some of our wisest customers order plants shipped during August and September, we have as good plants at this time as any one in the business, but we cannot recommend the planting at this time, and do not see where the gain is in August planting in the North. Everbearing plants set in April will fruit just as quick as the August and September plants, and much less trouble and expense.

SETTING PLANTS AND MARKING OUT THE ROWS.

After ground is in perfect condition mark rows out with any kind of light marker, that will not make too much of a sink in the ground.

IF HILL SYSTEM.—Mark rows 30 inches apart, one way and fifteen inches the other and set plants in the check with a spade or trowel, being sure to get roots down straight and fan shaped, firming ground around plants hard with the hand or foot. Some customers write us they water the plants when setting them. Don't Do That! Nothing could be more injurious to the strawberry plant. Under this system, all runner plants are kept cut off and only the plant you set is allowed to grow. Plants grown this way grow to be very large and usually meet the 15 inch way, and produce more quarts of berries per acre than the latter named system. It is easy to grow one quart of berries per plant under this system. Fruit will average twice as large and sell for more money in the markets. We recommend the hill system, as so many of our customers have reported such large yields from their fields.

SINGLE HEDGE ROW.—Mark rows thirty inches one way, and set plants twenty inches apart and allow each plant to make about two to four plants. Some very fine berries can be grown this way.

DOUBLE HEDGE ROW.—For double hedge rows, mark rows thirty six inches one way, two rows of plants are set zig zag fashion, and each plant is allowed to make only a few plants. The object of the double hedge row is to get more fruit to the acre than by the single hedge row. The center of the bed is kept open so as to give the plants air and sun. This is one of the intensivie systems and requires much more work than the other ways, and should not be practiced on a large scale.

THE NARROW MATTED ROW.—Mark rows forty inches apart one way; set plants eighteen to twenty-four inches apart and allow to grow until row is as wide as desired and then keep down by cutting runners off the balance of the season. Usually ten inches is the desired width. This is probably the most common system of growing berries in the large commercial growing sections, where fancy fruit is not the particular object. Too many plants should never be allowed to mat in the bed as their growth is only at the expense of the former plants and when such crowding is allowed small berries and small yields may be expected. One acre grown in the proper way is worth at least two grown the wrong way. It takes a strong robust plant to make a productive plant, it must have plenty of room and moisture, if the roots are crowded moisture will be lacking. If one is not particular about neither quality or quantity, strawberries will generally grow with as little attention as any other crop. But we always contend that anything that is worth growing is worth growing right, and advise our

customers to get all there is in it by using the proper methods. Th large crops are produced when grown in hills and cultivated each way, one way with horse, if in commercial lots, and the narrow way with hoe or wheel hoe. If for garden purposes, plants may be set 12x24 inches and worked with wheel hoe and give the largest yield.

MATING VARIETIES. This paragraph should be especially noted by all.

Strawberry plants are divided into two sexes, male and female, or perfect and imperfect blossoms as the varieties are listed in our books. The perfect flowering sorts will produce as well with out the imperfect flowering sorts, but should you plant all imperfect sorts, you would have indeed a very poor crop, if any crop at all. Most catalogue writers recommend planting perfect varieties of the same season, with the imperfect sorts, same rows of each, or twe rows of perfect flowering to three or four imperfect and so on across the field or garden.

For best results, we have found that where the most is to be gotten from an imperfect variety, (and indeed they are our very best producers when properly mated), is to set an imperfect variety between two different perfect varietis, on one side should be a perfect variety that opens blooms a few days in advance of the imperfect sort, and on the other side a perfect sort that will continue to bloom until after the blooming of the imperfect sort. When a trio of this sort is set, you are sure of getting fertilization for all blooms of the imperfect sorts, hence the larger crop to be expectd and more uniform shape berries. Let us illustrate. Commence by setting two rows of Dr. Burrill, four rows of Kellogg Prize, and two rows of Chesapeake, and continue across the patch in this manner. If other cultural methods are followed success is sure with the the above varieties. We shall at all times be pleased to make the selections of the perfect sorts when imperfect varieties are wanted, for main crop.

REMOVING BLOSSOMS (Very Important).

All strawberry plants whether standards or ever bearing begin to blossom very soon after being set in the Spring, and these blossoms should be removed as soon as they are all open by cutting off the fruit stems with a sharp knife or shears. Nothing weakens a plant more than letting the fruit ripen on it when it is young.

It requires but a few hours to remove the blossoms from an acre and that will mean your success in growing a strong, healthy crop of plants that will prove fruitful the following crop.

Most of the ever bearing sorts require the removing of blossoms about twice during the first season before berries should be allowed to ripen. Aside from this fact ever bearing strawberries are given the same care and cultivation as other standard varieties.

CULTIVATING AND HOEING.

The Cultivators should start soon after plants are set and given often and shallow cultivation the entire growing season. Always remember the shallow cultivation, nothing is more injurious to a plant than deep cultivation. The light, shallow cultivation keeps a dust mulch around the plants which is so essential in dry weather, and the roots should never be disturbd by either hoe or cultivator.

AS TO SPRAYING.—This is left entirely to our customers. They can get better advice from their State Colleges, than we can give; every locality has its own individual troubles with insects. (We are thankful that we have no plant insects on the old Eastern Sho' of Maryland). Neither do we have to mulch our plants in winter in order to save them from freezing. But in the very cold sections of the country where Mulch is necessary, we recommend straw manure if possible, if not convenient, any kind of straw, Marsh grass, shredded corn stalks, may be used and removed in the early spring before new growth starts. This mulch should be raked off and left between the rows as a protector to the coming fruit crop. As to the length of time a strawberry bed should be allowed to stand depends on the care given to it. We have reports that beds have been kept up for six years and given bumper crops, sometimes producing more fruit the third and fourth year than the first esason. Keeping up old patches requires a great deal of work, more so than renewing with a new bed at least every two years. Old beds are given practically the same care as new beds in first year. The ground must be kept constantly cultivated and all the weeds kept out.

Waited A Year to Get Premier.

A Tenn. grower picks more than 500 quarts from 300 Premier plants, says a half row of Premier picked more than three whole rows of Klondyke. We had sold out on Premier and he would have none; preferred to wait a year to get Premier.

Big Joe and Ford a Royal Pair.

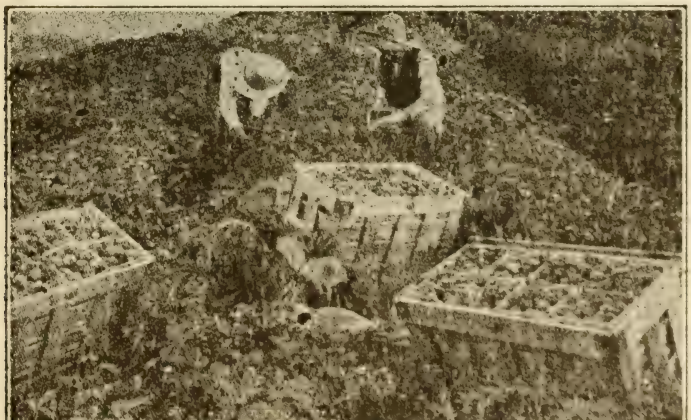
From Mass.—I have been growing Big Joe and Ford for past two seasons and they are a Royal Pair. As I do not know which I like best, will stick by the two. Townsend plants and Townsend service are good enough for me.

Chicago, Ill., May 29, 1912

Strawberry plants came yesterday, opened up fine and Oh such fine plants and such good count and I wish to thank you for such service. W. F. Bauer.

Premier in a Class by Itself.

From Penn.—Jan. 1st, 1919. Book my order for 5,000 Premier plants. I want to be in time this season I got a trial order 3 years ago and they were in a class by themselves I want nothing else, nor nothing better than Premier for mine.

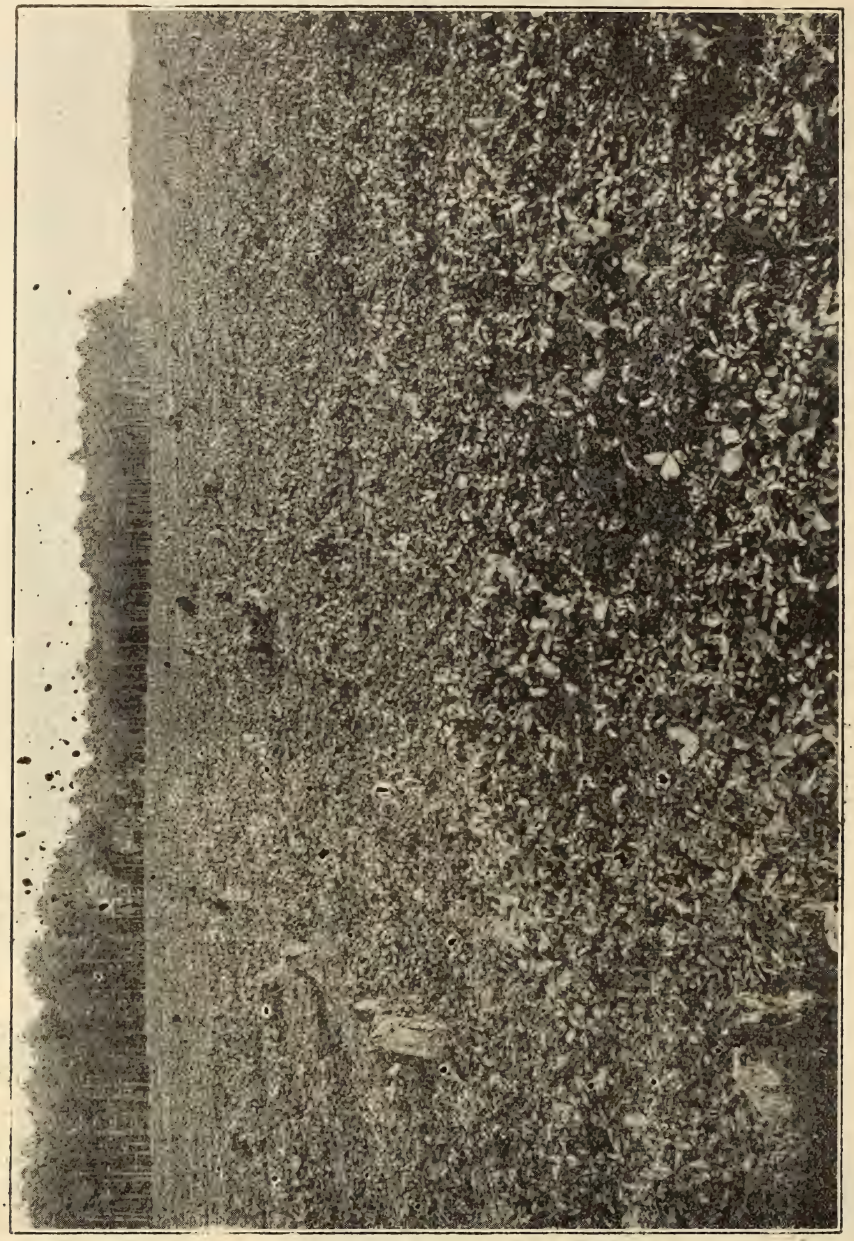


Picking BIG JOE in Pennsylvania from Townsend's Thoroughbred Plants

We have a stock of more than TEN MILLION KLONDYKE Plants this season, and the finest quality we have ever seen grown. We have 20 acres in one field that was never grown to any crop before. Land cleared and limed and fertilized season 1918. These plants stand nearly one foot high and it would take guessing to tell which way the rows run at this time, Nov. 1. The ground is loose and the roots are are a sight to behold, as well as the large crowns and plants. If it is Klondyke plants, let Townsend serve you.

Our guarantee goes that every plant is true to name and of the very highest quality possible to grow.

Large Growers and Associations, let us quote you special prices on large orders.



One Hundred and Fifty Acres in New Ground Plants

We have more than one hundred and fifty acres in new ground plants this season. As good or better than the illustration above, which was taken from one of our fields November 3rd, 1919.

There is no question about new ground plants being the best. The strawberry plant naturally has a wild nature,and the nearer the originality of the soil the more perfect will be the plant Another thing insects are seldom found in new land just cleared except the grub worm, and this insect has no bearing whatever on the quality of the plant as wherever this worm works he destroys the whole plant.

Clearing new land is a very costly job these days, when labor demands from three to four dollars per day for this work. But if new ground plants are best, our customers must have have them. Nothing we can do is to good for them.

Picking Everbearing Strawberries grown the Townsend way. It is easy to grow from 10,000 to 15,000 quarts per acre this way. Requires 14,000 plants to set an acre.

FINEST PLANTS HE EVER RECEIVED.

Viola, Ida.

Sept. 1st, 1919.

I must write you a word about the plants I bought of you last spring. Altho we have had one of the dryest years on record we have a fine stand and fine patch. They were the finest plants we ever got from any nursery. Am well pleased.

L. A. B.

August 25, 1919.

Mr. Townsend: The Everbearing plants received last spring are doing fine. I am now picking some nice berries from them and am much pleased with them.

Mrs. L. S. RFD

SPECIAL NOTICE TO OUR OLD FRIENDS AND CUSTOMERS

We ae not advertising through the Farm Press but very little this season. We are depending upon our friends whom we have been serving for many years to do our advertising for us, and to give them the benefit of the lowest prices possible. Kindly send us a list of names of the Folks in your vicinity who might be interested in strawberries that we may mail them our literature. We are revising our mailing list and hope to receive these names as soon as you receive this Catalog. PLEASE DO THIS, AND SEND YOUR OWN ORDER EARLY.

Elmhurst Ill., May 8th.

I wish to thank you for the excellent plants sent to me; they are sure A No. 1, and fully up to your catalogue descriptions. I have been stung many times from firms in Mich. and paid much more than your prices. Your plants sure look good to me and I will not fail to recommend you. My neighbors were surprised to see such plants.

I am, Yours truly,

W. F. S.

Stockbridge, Vt.

May 16, 1919

I want to thank you for the fine plants. Every one is doing fine, not a poor one in the lot. J. W. M.

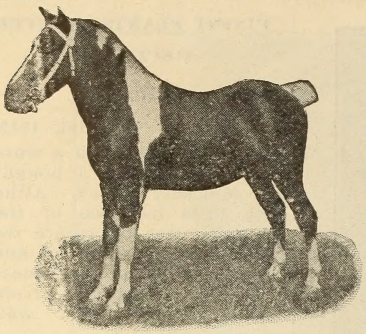
Timeville, Ohio.

May 19th, 1919.

Plants came in good shape, well pleased. W. F. M.

A TOWNSEND STRAWBERRY GARDEN
Grown the Townsend Way.

DON'T MISS THE OFFER TO WIN A PONY. IT'S FAIR AND SQUARE.—WE DO NO OTHER WAY.



TWO PONIES Absolutely Given Away June 15, 1920.

Conditions of This Free Pony Offer

The Customer who sends us the best list of names of Strawberry growers between January 1st 1920, and May 1st, 1920, gets first pony. The list of names will be given credit as to the amount of cash received from any list up to May 15th, 1920. Not more than twenty five names can be sent in on any one list and these names must be all news names. Persons who are not already receiving our catalogues. The name of the head of the Family is the one to be given. Full name and address written plainly on good paper.

CAUTION.—Customers entering this contest are requested to see the different parties personally whose names they send in and to advise them why they are sending in their names, and thus save duplication as where a name would appear on more than one list the name could not be counted for either contestant. It will be to advantage when speaking to the party whose name you would send in your list to tell them about our high grade of plants that we are furnishing our customers and to speak a good word as to our fair dealing with you, and if possible try to get an order from every house whose name you send.

The Customer who sends in twenty five names and gets twenty-five orders will stand a mighty good show to win a Pony. And we recommend this method of procedure.

The Customer sending in the second best lot of names will receive Pony number two. There is no difference in the choice of the Ponies, both are same age and same breed, just right age to break, sound and healthy ponies and worth $100. or more. The Ponies will be crated and delivered to the Express office in good condition. The Customer pays the freight on Pony number two and Pony number one we will prepay the express charges to you.

Every Customer entering the contest will be required to send in an order amounting to $10.00 or more when sending in the list of names. The amount acompanying the order will not be counted in with the amount of money sent in by the new names which make up your list. Only the amounts sent in by them will be counted. As we wish every customer to have an equal chance.

We are making this offer in order to help increase our mailing list with out advertising through the press, and to give our customers a chance to make the money that would otherwise go to the publishers. If this method which is new to us, is appreciated by our customers we will renew the offer again next year.

There is no fake in any way about this offer. We have five Ponys now on our Farms. Two of the best will be sent to you as stated above, just as sure as you and we live and the Ponies live. And if these ponies should die before then we will buy others to send to you. Some one will get the prizes even though the amounts be small the highest will win first and the next highest will win second. And we will print the name and address of each winner in our next Catalogue.

Start the next day after you receive this Catalog. Get what good reliable fruit growers you can in your neighborhood up to twenty five to give you their name to receive our Catalogues every year. **And try to get an order from every one whose name you send.**

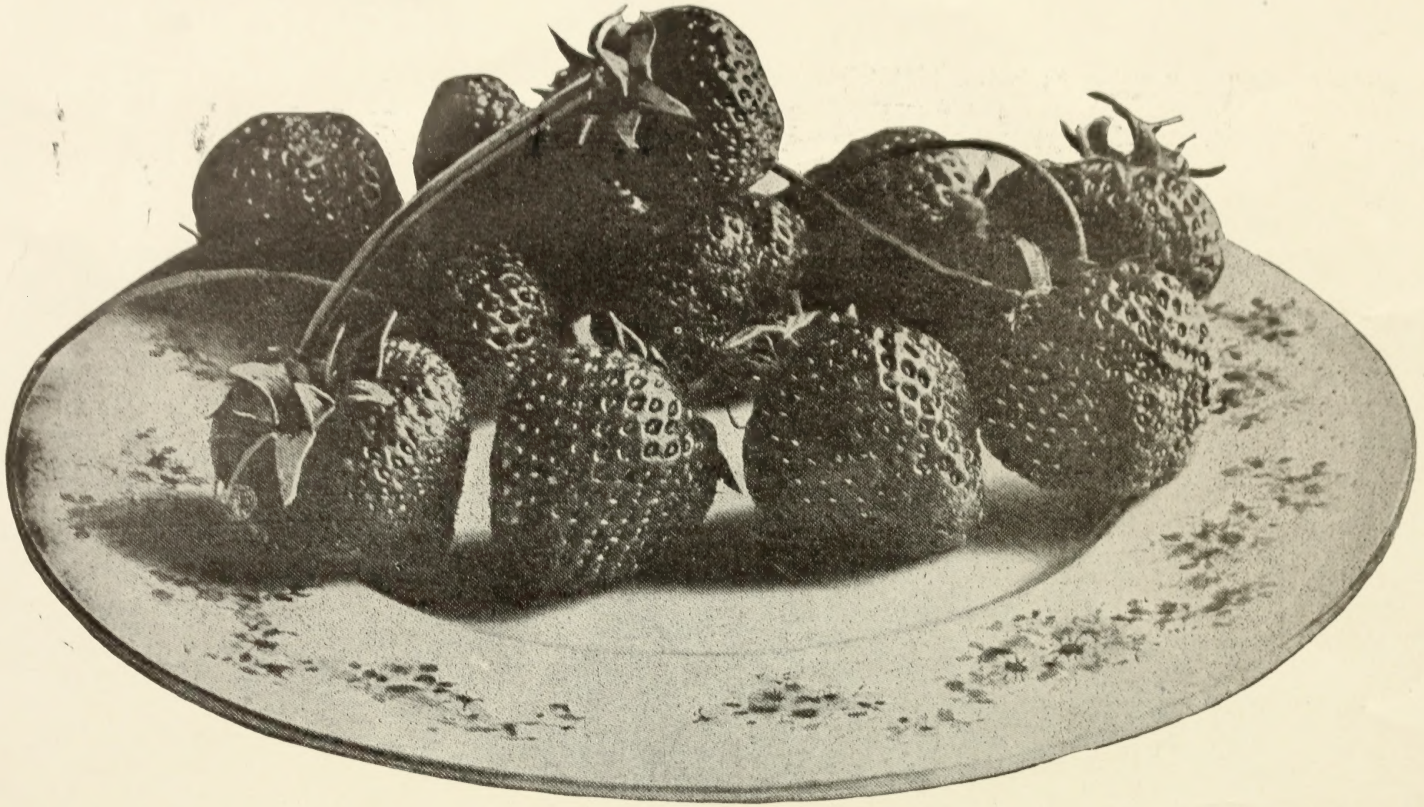
This contest will be conducted absolutely fair in every way. No one connected with our firm in any way will be allowed to enter the contest. The list of names will be filed as received and after May 15th every list of names sent us will be checked up with our order book and the two highest lists will receive the prizes.

Wishing you all good luck, and hoping that we may be able to renew this grand offer another year.

I am yours sincerly ,

E. W. TOWNSEND, President.

WARNING.—DON'T FAIL TO ORDER YOUR PLANTS EARLY THIS TIME. WHILE WE HAVE A GOOD, LARGE STOCK TO START WITH, WE HAVE THOUSANDS OF CUSTOMERS TO FILL ORDERS FOR—AND GETTING MORE ALL THE TIME.



DR. BURRILL

SOMETIMES called the Million Dollar Strawberry. This is a universal variety, either for home use or distant market. One of the very best early to mid-season varieties on our list, and a variety that netted many of our growers from $1,000 to $1.500 per acre the past season. Makes a healthy vigorous growing plant that does well on any soil. We have a good stock of thrifty true-to-name plants and will be pleased to have your order.

HASTINGS BROS., Horticultural Printers, Salisbury, Md.

OUR BIG SIX SPECIAL TOWNSEND'S GARDEN

For Only $15.00 Prepaid

100 PREMIER
The extra early in a class by itself. Large, productive, firm and sweet.

100 DR. BURRILL
A universal early to mid-season variety; fine for home market, home use or distant market.

100 FORD
Medium late. Quality not surpassed, large, produtive and sweet.

100 LUPTON
The great new late shipping variety. Fine in appearance, large in size and productive.

100 WOLDS WONDER
One of the latest varieties grown, and by far the largest variety known. We offered $100 for a variety to equal Worlds Wonder in size. Wonderful productive, and good for home use or market.

100 LUCKY BOY
The Biggest, Sweetest and most productive of the Ever Bearing Strawberries.

At catalogue price this collection would cost $16.35. We have decided to make a special offer in order to introduce these grand varieties to thousands of our customers and send them prepaid to your door for only **$15.00.**

We guarantee that plants reach you in good condition and to please you after fruiting or return your money. This is an unusual offer and an unusual guarantee.

See description inside—Make out order and mail at once.